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## U.S. EXPORTS OF DAIRY BREEDING CATTLE CONTINUED AT HIGH LEVEL IN 1976

U.S. dairy breeding cattle exports in calendar 1976 fell below the record high established in 1975 but closely approached the second highest record, which was set in 1974. This development is remarkable in light of the Canadian veterinary regulations (promulgated October 27, 1975) that caused delay and added expense for bluetongue disease testing, and the depressing effects of the severe devaluation of the Mexican peso in relation to the U.S. dollar. (The rate had been 12.41 pesos to the dollar, but after devaluation the rate rose to about 20 pesos to the dollar.)

Based on USDA health certificates issued for each animal prior to export, 56,316 head were exported in 1976, compared with 73,277 in 1975 and 57,732 in 1974. The total estimated value of 1976 shipments—which went to 51 countries, six fewer than in 1975—was \$42.2 million.

### Markets by Area

Exports to **North American** countries in 1976 totaled 40,834 head, a decrease of 20 percent from the 1975 total but still 73 percent of total dairy cattle export sales.

The **Middle East** was the second most important market for U.S. dairy cattle, taking 7,420 head in 1976—a decrease of 24 percent from the 1975 level but still 13 percent of the total U.S. dairy cattle exports.

Exports to the **Asian** area were 2,376 head, an increase of 20 percent over 1975's total. This increase was a result of larger purchases by Korea, (up 75 percent) and Japan (up 455 percent).

Exports to **Europe** in 1976 totaled 3,845 head, down 39 percent from the 1975 level. However, the relation to total dairy cattle exports did not change, remaining at 6.8 percent of this total. The drop in volume to this market was a direct result of losing sales of dairy cattle to Hungary. Drought-stricken European suppliers were willing to sell dairy cattle at discount prices. Less dramatic, but still contributing to this decrease, were drops in sales to Bulgaria of 61 percent and to France of 60 percent. These declines were partially offset by increases of 120 percent in sales to Italy and 452 percent to Spain.

The **South American** area took only 1,441 head in 1976 compared with 4,223 in 1975—the largest decrease of any area. These exports were depressed by spectacular reductions of 77 percent to Peru and 91 percent to Ecuador. Brazil was the only country showing an increase in demand—up 135 percent to 457 head in 1976. This area traditionally has received the most cooperation in technical assistance from the U.S. breed associations, but represents only 2.5 percent of total U.S. dairy cattle exports.

The **African** area in 1976 showed the least drop in demand, taking 400 head—only 15 percent below the 1975 level. Tanzania was the largest buyer, with 255 head. A new buyer in 1974 with only 69 head, Tanzania increased its purchases to 148 head in 1975 and to 255 head in 1976. Nigeria was second with 51 head, and Cameroon was third. The African area, small in terms of sales, is one that has been neglected by market development teams. It may be a potential market that is being overlooked.

### Exports by Breeds

**Holstein** exports of 52,083 head were the third largest in history, in spite of a drop of 15,200 head from the 1975 record high. Canada showed the largest drop—9,316 head—from the unusually high 1975 total to only 945 head for 1976, the lowest level of Holstein exports to Canada in more than two decades.

Hungary showed the second largest drop, which was caused by the availability of less expensive cattle as a result of the severe drought in Germany and Holland. This market is expected to set a new record for U.S. Holstein cattle exports in 1977.

The third largest drop in Holstein exports was to Iran. This market took 7,337 head, 1,800 head fewer than in 1975 but still the third largest volume on record. Panama and Peru took more than 1,000 head less than in 1975, but this is not indicative of a trend, since the 1975 purchases were unusually high.

Large gains were made in sales to Nicaragua (+1,000 head), Korea (+800 head), Costa Rica (+632 head), Spain (+493 head), Japan (+426 head), and Italy (+417 head).



The biggest surprise in the Holstein figures for 1976 was the increase in sales to Mexico, which rose by 141 head in spite of the drastic effect of the September devaluation of the Mexican peso.

Exports of **Brown Swiss** during 1976 totaled 3,274 head. The demand for this breed continues to increase in spite of a 25 percent drop in 1976 from the record shipments of 1975. The largest drop in Brown Swiss exports from 1975 to 1976 was in Ecuador, but this, again, was a result of unusually heavy purchases in 1975. Canadian purchases of Brown Swiss showed a drop of 352 head. Peru bought 300 head fewer in 1976 than in 1975, but this breed is still very popular and exports to Peru should be up again in 1977. Turkey bought 297 head of Brown Swiss in 1975 and none in 1976, but is in the market again this year.

On the positive side, Mexico took 700 more Brown Swiss in 1976 than in 1975 for a record 1,909 head. Some of these will be used in cross-breeding programs for the particular needs of milk producers in the high-temperature tropics. Venezuela also bought a near record number—233 head—up 175 head from 1975. Venezuela dairymen have great confidence in Brown Swiss, both straight-bred and cross-bred for dairy-type cattle, and cross-bred with Brahman for meat-type animals.

Exports of **Jersey** cattle in 1976 were 507 head, a drop of 48 percent of 542 head from the 1975 level. The two major markets showing the largest decreases were Mexico, which purchased 294 head of Jerseys compared with 534 in 1975, and Canada, whose purchases dropped from 220 head in 1975 to only 23 in 1976. Italy entered the market for Jerseys for the first time, taking 43 females in 1976. Costa Rica has continued to be the second largest market for Jerseys, taking 136 head in 1976—basically unchanged since 1975.

**Guernsey** exports in 1976—338 head—were the second highest on record, exceeded only by the 367 head in 1971.

The 1976 exports were up 16 percent or 47 head over those of 1975. This near record was made in conjunction with two important factors—the drop of 60 percent, or 129 head, in shipments to Canada and the increase to Mexico of 430 percent, or 142 head, in spite of the peso devaluation. There were other large percentage increases in exports to Venezuela and Costa Rica—82 percent and 180 percent, respectively—but the actual increases were 42 head to Venezuela and 24 head to Costa Rica.

**Ayrshire** exports in 1976 were 114 head, down 43 percent from the 1975 total. This export market is so closely tied to Canada that the 87-head drop in that market could not be offset by the minute increase in shipments to Costa Rica (5 head) and 1 animal to Antigua.

Forty-two States participated in U.S. dairy cattle exports during 1976. Holstein was the predominant breed exported among the nine top exporting States. Again, Wisconsin was the leading State in numbers exported, with 12,585 head—predominantly Holstein-Friesian cattle. This was a drop of 23 percent from the 1975 level. California exported the second largest number—9,944 head. California's volume has been down each year for the past 3, and was only 21 percent of that State's 1976 exports. Texas jumped from fourth place in 1975 to third in 1976 with 5,027 head in spite of selling 48 fewer head. However, Minnesota retained fourth place with 4,808 head, some 1,162 head fewer than in 1975.

Data presented in this circular are based on health certificates issued by the USDA Animal and Plant Health Service for animals for export. Not all of these animals may have been exported.

**TABLE 1.--DAIRY BREEDING CATTLE: INSPECTED FOR EXPORT FROM THE UNITED STATES, BY BREED, CALENDAR YEARS 1970 - 1976 (HEAD)**

BREED	1970	1971	1972	1973	1974	1975	1976
HOLSTEIN	8,659	11,949	17,145	31,750	54,292	67,283	52,083
BROWN SWISS	1,440	1,666	868	1,633	2,651	4,453	3,274
JERSEY	193	221	110	302	477	1,049	507
GUERNSEY	244	367	64	119	184	291	338
AYRSHIRE	337	320	489	183	128	201	114
<b>TOTAL</b>	<b>10,873</b>	<b>14,523</b>	<b>18,676</b>	<b>33,947</b>	<b>57,732</b>	<b>73,277</b>	<b>56,316</b>

TABLE 2.--DAIRY BREEDING CATTLE INSPECTED FOR EXPORT FROM THE UNITED STATES  
BY COUNTRY OF DESTINATION, CALENDAR YEARS 1975 AND 1976 (HEAD)

CONTINENT AND COUNTRY OF DESTINATION	AYRSHIRE		BROWN SWISS		GUERNSEY		HOLSTEIN		JERSEY		TOTAL BREEDS	
	1975	1976	1975	1976	1975	1976	1975	1976	1975	1976	1975	1976
NORTH AMERICA												
MEXICO	1	0	1,215	1,909	33	175	31,920	32,061	534	294	33,703	34,439
COSTA RICA	4	9	330	294	5	24	533	1,165	137	136	1,009	1,628
NICARAGUA	0	0	12	74	0	0	335	1,445	0	5	347	1,524
CANADA	195	104	454	102	216	87	10,260	945	220	23	11,345	1,261
JAMAICA AND DEP	0	0	91	0	1	0	640	646	47	0	779	646
EL SALVADOR	0	0	28	5	0	0	419	491	0	0	447	496
PANAMA	0	0	239	174	0	4	1,649	198	0	1	1,888	377
BAHAMAS	1	0	6	0	13	0	289	202	55	0	364	202
DOMINICAN REPUBLIC	0	0	34	39	0	0	185	117	0	1	219	157
BRITISH WEST INDIES	0	0	0	0	0	0	257	43	0	0	257	43
HONDURAS	0	0	1	0	0	0	109	32	0	0	110	32
BERMUDA	0	0	0	0	0	0	0	16	0	0	0	16
HAITI	0	0	25	6	0	6	2	0	7	0	34	12
ANTIGUA ISLANDS	0	1	0	0	0	0	0	0	0	0	0	1
GUATEMALA	0	0	32	0	0	0	4	0	20	0	56	0
TOTAL	201	114	2,467	2,603	268	296	46,602	37,361	1,020	460	50,558	40,834
SOUTH AMERICA												
BRAZIL	0	0	48	23	0	0	146	433	0	1	194	457
PERU	0	0	511	235	0	0	1,313	185	0	0	1,824	420
VENEZUELA	0	0	58	233	23	42	367	74	1	0	449	349
ECUADOR	0	0	909	45	0	0	549	87	2	0	1,460	132
COLOMBIA	0	0	97	63	0	0	1	14	0	0	98	77
CHILE	0	0	0	0	0	0	4	5	0	0	4	5
PARAGUAY	0	0	0	0	0	0	0	0	0	1	0	1
ARGENTINA	0	0	0	0	0	0	6	0	0	0	6	0
BOLIVIA	0	0	35	0	0	0	0	0	0	0	35	0
FRENCH GUIANA	0	0	0	0	0	0	26	0	0	0	26	0
SURINAM	0	0	0	0	0	0	2	0	0	0	2	0
GUYANA	0	0	0	0	0	0	125	0	0	0	125	0
TOTAL	0	0	1,658	599	23	42	2,539	798	3	2	4,223	1,441
EUROPE												
HUNGARY	0	0	0	0	0	0	4,071	1,531	0	0	4,071	1,531
ITALY	0	0	0	10	0	0	391	808	0	43	391	861
SPAIN	0	0	0	0	0	0	109	602	0	0	109	602
BULGARIA	0	0	17	21	0	0	977	366	0	0	994	387
USSR	0	0	13	40	0	0	30	178	0	0	43	218
FRANCE	0	0	0	0	0	0	262	105	0	0	262	105
POLAND	0	0	0	0	0	0	2	61	0	0	2	61
GERMANY WEST	0	0	0	0	0	0	2	35	0	0	2	35
YUGOSLAVIA	0	0	1	0	0	0	279	28	0	0	280	28
PORTUGAL	0	0	0	0	0	0	0	16	0	0	0	16
NETHERLANDS	0	0	0	0	0	0	2	1	0	0	2	1
CZECHOSLOVAKIA	0	0	0	0	0	0	192	0	0	0	192	0
TOTAL	0	0	31	71	0	0	6,317	3,731	0	43	6,348	3,845
AFRICA												
TANZANIA	0	0	0	0	0	0	148	255	0	0	148	255
NIGERIA	0	0	0	0	0	0	80	51	0	0	80	51
CAMEROONS	0	0	0	0	0	0	0	42	0	0	0	42
REP SOUTH AFRICA	0	0	0	0	0	0	0	35	0	0	0	35
MOROCCO	0	0	0	0	0	0	0	17	0	0	0	17
LIBYA	0	0	0	0	0	0	241	0	0	0	241	0
TOTAL	0	0	0	0	0	0	469	400	0	0	469	400
MIDDLE EAST												
IRAN	0	0	0	1	0	0	9,163	7,337	22	0	9,185	7,338
TURKEY	0	0	297	0	0	0	130	82	4	0	431	82
KUWAIT	0	0	0	0	0	0	85	0	0	0	85	0
TOTAL	0	0	297	1	0	0	9,378	7,419	26	0	9,701	7,420
ASIA												
KOREA, REP OF	0	0	0	0	0	0	1,060	1,854	0	0	1,060	1,854
JAPAN	0	0	0	0	0	0	94	520	0	2	94	522
SYRIA	0	0	0	0	0	0	824	0	0	0	824	0
TOTAL	0	0	0	0	0	0	1,978	2,374	0	2	1,978	2,376
GRAND TOTAL	201	114	4,453	3,274	291	338	67,283	52,083	1,049	507	73,277	56,316

TABLE 3.--DAIRY BREEDING CATTLE: INSPECTED FOR EXPORT FROM THE  
UNITED STATES BY BREED, SEX, AND COUNTRY OF DESTINATION  
CALENDAR YEARS 1975 AND 1976 - (HEAD)

BREED AND DESTINATION COUNTRY	MALES		FEMALE		TOTAL	
	1975	1976	1975	1976	1975	1976
AYRSHIRE						
CANADA	16	12	179	92	195	104
COSTA RICA	0	1	4	8	4	9
ANTIGUA ISLANDS	0	1	0	0	0	1
BAHAMAS	0	0	1	0	1	0
MEXICO	1	0	0	0	1	0
TOTAL	17	14	184	100	201	114
BROWN SWISS						
MEXICO	103	85	1,112	1,824	1,215	1,909
COSTA RICA	76	73	254	221	330	294
PERU	2	3	509	232	511	235
VENEZUELA	37	75	21	158	58	233
PANAMA	10	133	229	41	239	174
CANADA	17	4	437	98	454	102
NICARAGUA	0	33	12	41	12	74
COLOMBIA	10	0	87	63	97	63
ECUADOR	312	2	597	43	909	45
USSR	13	22	0	18	13	40
DOMINICAN REPUBLIC	13	33	21	6	34	39
BRAZIL	6	2	42	21	48	23
BULGARIA	17	8	0	13	17	21
ITALY	0	0	0	10	0	10
HAITI	5	0	20	6	25	6
EL SALVADOR	0	0	28	5	28	5
IRAN	0	1	0	0	0	1
TURKEY	10	0	287	0	297	0
YUGOSLAVIA	1	0	0	0	1	0
BOLIVIA	4	0	31	0	35	0
JAMAICA AND DEP	68	0	23	0	91	0
BAHAMAS	0	0	6	0	6	0
HONDURAS	0	0	1	0	1	0
GUATEMALA	17	0	15	0	32	0
TOTAL	721	474	3,732	2,800	4,453	3,274
GUERNSEY						
MEXICO	0	4	33	171	33	175
CANADA	3	13	213	74	216	87
VENEZUELA	0	2	23	40	23	42
COSTA RICA	0	1	5	23	5	24
HAITI	0	1	0	5	0	6



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CALENDAR YEARS 1975 AND 1976 - (HEAD)

BREED AND DESTINATION COUNTRY	MALES		FEMALE		TOTAL	
	1975	1976	1975	1976	1975	1976
GUERNSEY						
PANAMA	0	0	0	4	0	4
JAMAICA AND DEP	0	0	1	0	1	0
BAHAMAS	0	0	13	0	13	0
TOTAL	3	21	288	317	291	338
HOLSTEIN						
MEXICO	61	29	31,859	32,032	31,920	32,061
IRAN	29	9	9,134	7,328	9,163	7,337
KOREA, REP OF	6	2	1,054	1,852	1,060	1,854
HUNGARY	8	17	4,063	1,514	4,071	1,531
NICARAGUA	0	0	335	1,445	335	1,445
COSTA RICA	7	9	526	1,156	533	1,165
CANADA	230	83	10,030	862	10,260	945
ITALY	56	70	335	738	391	808
JAMAICA AND DEP	0	0	640	646	640	646
SPAIN	0	2	109	600	109	602
JAPAN	1	2	93	518	94	520
EL SALVADOR	0	2	419	489	419	491
BRAZIL	19	36	127	397	146	433
BULGARIA	30	24	947	342	977	366
TANZANIA	0	0	148	255	148	255
BAHAMAS	0	0	289	202	289	202
PANAMA	6	39	1,643	159	1,649	198
PERU	0	0	1,313	185	1,313	185
USSR	30	48	0	130	30	178
DOMINICAN REPUBLIC	10	13	175	104	185	117
FRANCE	63	63	199	42	262	105
ECUADOR	24	5	525	82	549	87
TURKEY	3	1	127	81	130	82
VENEZUELA	153	0	214	74	367	74
POLAND	2	0	0	61	2	61
NIGERIA	1	0	79	51	80	51
BRITISH WEST INDIES	0	0	257	43	257	43
CAMEROONS	0	0	0	42	0	42
REP SOUTH AFRICA	0	3	0	32	0	35
GERMANY WEST	2	32	0	3	2	35
HONDURAS	2	4	107	28	109	32
YUGOSLAVIA	0	0	279	28	279	28
MOROCCO	0	1	0	16	0	17
PORTUGAL	0	0	0	16	0	16
BERMUDA	0	0	0	16	0	16
COLOMBIA	1	6	0	8	1	14
CHILE	4	0	0	5	4	5

TABLE 3.--DAIRY BREEDING CATTLE: INSPECTED FOR EXPORT FROM THE  
UNITED STATES BY BREED, SEX, AND COUNTRY OF DESTINATION  
CALENDAR YEARS 1975 AND 1976 - (HEAD)

BREED AND DESTINATION COUNTRY	MALES		FEMALE		TOTAL	
	1975	1976	1975	1976	1975	1976
HOLSTEIN						
NETHERLANDS	2	1	0	0	2	1
LIBYA	6	0	235	0	241	0
KUWAIT	0	0	85	0	85	0
SYRIA	0	0	824	0	824	0
CZECHOSLOVAKIA	0	0	192	0	192	0
ARGENTINA	1	0	5	0	6	0
FRENCH GUIANA	0	0	26	0	26	0
SURINAM	0	0	2	0	2	0
GUYANA	0	0	125	0	125	0
HAITI	2	0	0	0	2	0
GUATEMALA	4	0	0	0	4	0
TOTAL	763	501	66,520	51,582	67,283	52,083
JERSEY						
MEXICO	9	3	525	291	534	294
COSTA RICA	0	0	137	136	137	136
ITALY	0	0	0	43	0	43
CANADA	13	0	207	23	220	23
NICARAGUA	0	0	0	5	0	5
JAPAN	0	1	0	1	0	2
PARAGUAY	0	0	0	1	0	1
BRAZIL	0	1	0	0	0	1
DOMINICAN REPUBLIC	0	0	0	1	0	1
PANAMA	0	0	0	1	0	1
IRAN	1	0	21	0	22	0
TURKEY	4	0	0	0	4	0
ECUADOR	0	0	2	0	2	0
VENEZUELA	1	0	0	0	1	0
HAITI	0	0	7	0	7	0
JAMAICA AND DEP	2	0	45	0	47	0
BAHAMAS	0	0	55	0	55	0
GUATEMALA	0	0	20	0	20	0
TOTAL	30	5	1,019	502	1,049	507
GRAND TOTAL	1,534	1,015	71,743	55,301	73,277	56,316



TABLE 4.--DAIRY BREEDING CATTLE: INSPECTED FOR EXPORT FROM THE UNITED STATES  
BY BREED AND STATE OF ORIGIN, CALENDAR YEAR 1976 - (HEAD)

STATE OF ORIGIN	AYRSHIRE	BROWN SWISS	GUERNSEY	HOLSTEIN	JERSEY	TOTAL BREEDS
WISCONSIN	11	536	0	12,034	4	12,585
CALIFORNIA	0	31	0	9,913	0	9,944
TEXAS	0	652	6	4,154	215	5,027
MINNESOTA	2	311	3	4,491	1	4,808
INDIANA	0	4	9	4,363	3	4,379
IDWA	6	285	48	2,805	0	3,144
IDAHO	0	0	71	2,654	0	2,725
NEBRASKA	0	4	20	1,883	0	1,907
NEW YORK	28	196	6	1,314	19	1,563
OHIO	0	775	35	660	0	1,470
PENNSYLVANIA	3	7	9	1,123	1	1,143
MISSOURI	0	81	18	1,007	5	1,111
ILLINOIS	2	54	5	831	0	892
MICHIGAN	0	1	0	760	0	761
KENTUCKY	0	6	0	687	0	693
SOUTH DAKOTA	0	4	0	684	0	688
FLORIDA	0	45	0	428	0	473
CONNECTICUT	0	28	0	389	0	417
ARIZONA	0	6	6	307	0	319
MAINE	3	0	13	217	82	315
UTAH	0	0	0	284	0	284
WASHINGTON	2	0	31	240	0	273
ARKANSAS	0	107	37	53	0	197
VERMONT	3	25	1	101	41	171
COLORADO	49	6	1	105	0	161
MARYLAND	0	11	0	141	0	152
TENNESSEE	0	0	1	141	0	142
SOUTH CAROLINA	0	0	0	6	136	142
VIRGINIA	0	17	0	68	0	85
MONTANA	0	0	1	79	0	80
MASSACHUSETTS	5	0	1	71	0	77
KANSAS	0	16	16	40	0	72
NORTH CAROLINA	0	16	0	17	0	33
ALABAMA	0	20	0	0	0	20
RHODE ISLAND	0	0	0	19	0	19
GEORGIA	0	11	0	0	0	11
OKLAHOMA	0	8	0	0	0	8
DELAWARE	0	0	0	8	0	6
NEW HAMPSHIRE	0	6	0	1	0	7
NEW JERSEY	0	5	0	1	0	6
LOUISIANA	0	0	0	3	0	3
NORTH DAKOTA	0	0	0	1	0	1
TOTAL	114	3,274	338	52,083	507	56,316

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